

*The*  
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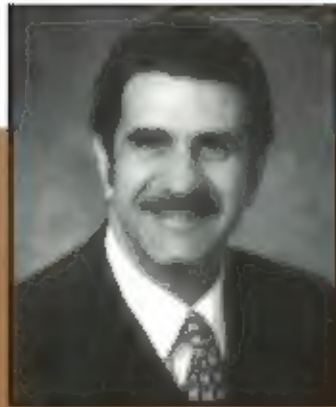
# *Blazing A Trail*

Opportunity Unlimited Through Recruiting



A Monthly Publication of American Income Life Insurance Company





## Blazing A Trail

The past nine months at American Income have been exciting. We have implemented a number of new products and programs that are truly revolutionizing the AIL opportunity. Some of the new products and programs include —

- **New Advance System**
  - ▼ no interest charge on debit balances
  - ▼ renewals paid after six months
- **International Union Lead Mailing Program**
  - ▼ over 1.3 million members signed
- **New Product Development**
  - ▼ limited underwriting Senior Life product
  - ▼ Term to 100 Life product
- **Recommitment to Customer Service (Home Office)**
  - ▼ \$125,000 upgrade in phone and computer systems
  - ▼ average claims turn-around reduced to under eight days
  - ▼ complete reorganization of policyowner service

These programs are designed to revolutionize the way we do business at American Income, and I am excited about the abundance of new opportunities this is making available to all of you. I read a quote once that said, "The great thing in this world is not so much where we are, but in what direction we are moving." We are moving forward by significantly increasing the opportunity for everyone at American Income.

At AIL, WE understand that WE are in charge of our future and WE have the power to take control over what happens next. Ralph Waldo Emerson once said, "Do not go where the path may lead, go instead where there is no path and leave a trail." Now is our opportunity to go forward and blaze a trail for others to follow. You became a part of AIL because you recognized the opportunity, and now it is your responsibility to offer that opportunity to others.

You come in contact with potential recruits everyday. It's the people you know — your friends, family, neighbors and former business associates. These are the people that would benefit from the AIL opportunity. Just think if every one of us committed to sharing our experience with one person, explaining the revolutionary progress we are experiencing and selling that person on the opportunity, our sales force would double overnight. Think about it — double overnight!

This month I ask each and every one of you to share the AIL opportunity with at least one person. Bring them into your Agency to learn everything about AIL. Let's get serious about recruiting!

At AIL we are undergoing many new and exciting changes. Now is the greatest time ever to share this with others.

Continuing the legacy, carrying the torch.

From the desk of  
**Roger Smith**

Executive Vice President,  
Director Of Agencies

"Do not go where the path may lead, go instead where there is no path and leave a trail."

— Ralph Waldo Emerson

### Dates to Remember

**Aug. 29 (Tuesday), 2000**

Business must be received in Waco to count for August production.

**Sept. 4 (Monday), 2000 Labor Day**

The Home Office will be closed. Get out and be a part of Labor's biggest celebration.

### Company Quality Averages

— July

**Net to Gross: 73%**

**Persistency: 72.59%**

**Note:** These figures will be used as the minimum qualification requirements for all bonuses. Only net to gross is used during the first eight months from Agent's hire date.

### Agent Milestones

**Congratulations, James Peate** for your milestone of \$103,426 inforce!

### Correction

In the June *Spotlight* on p. 8, the picture shown of Edward Bailey was incorrect. And on p. 17 the picture shown of Thomas Foley was incorrect. We apologize for any inconvenience or confusion this may have caused.

### AIL's New SGA



**Robert L. Smith**

Southern Oklahoma

In January 1998, Robert was hired with the Pawlowski Agency in Houston, and within three months, he was given the title of Supervising Agent. In his new capacity he kept a strong focus on personal recruiting and maintained a high level of personal production. Robert was rewarded for these efforts with a promotion to GA within a year of his hire date. Working tirelessly as a GA, he branched out for the Pawlowski Agency opening an office in Lufkin. And, once again, Robert was recognized for his efforts with a promotion. Last July, he became an MGA for the East Texas area. Robert believes his success is due to "being steadfast to giving 110 percent effort to my Agents. They are what makes this company; they are our life-blood." Giving 110 percent of his time and promoting his Agents is what sets Robert apart. This time the reward for his dedication is the position of SGA.

### Founder's Club Outstanding Producers

June

Agent	SGA	# of Times Qualified	Total Net ALP	N/G*	Persistency
Timothy Cruise	Scott Smith	5	\$74,687	83	
Arkadi Nulman	Larry Geneser	3	65,966	85	
Gary Williams	Rick Altig	2	40,385	80	
Lance Brown	Larry Geneser	1	48,859	89	
William Feaster	Home Office	1	42,672	85	
Bradley Kincaid	Rick Altig	1	46,035	85	
Paul Lund	Scott Smith	1	43,002	85	

\*percentage of net to gross

### Founder's Club Outstanding PR Representatives

June

Representative	SGA	# of Times Qualified	# of Cards
Robin Denham	Scott Smith	7	10,822
Randy Altig	Rick Altig	1	17,231

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Top Individual Producers



1. Timothy Cruise

Downer's Grove, IL  
SGA: Scott Smith

"Tim believes that his success is in direct proportion to the effort he puts forth. He also believes that his personal profit from his efforts is the result of both doing things right and doing the right things."



2. Ruben Soheranes

Walnut Creek, CA  
SGA: Jatoft-Foti

"Ruben has a motto, or maybe it's his philosophy on luck. Ruben says, 'The harder I work the luckier I get.'"



3. Douglas MacDonald

Burnaby, BC  
SGA: Rick Altig

"It is important to constantly set goals for yourself. Without them the sense of challenge disappears and you lose sight of the big picture. I follow my manager's philosophy — see people, show passion, present hour power and walk away. By following this philosophy I was able not only to meet, but to exceed my goals."

Top PR Reps By Category



1. Richard Meshulam

Los Angeles, CA  
SGA: Cohen-Rutt

"The key to success can be summed up in two words — build relationships."



2. Mario Soljan

Auckland, NZ  
SGA: Steve Friedlander

"It is hard to find a company where you can be yourself, cultivate a business and reap financial rewards for your efforts. AIL is one world, no matter where we operate, which makes my job exciting. I also have a SGA who lets me have the freedom to try my own ideas. My goal is to be a winner and be on that cruise."



3. Darrell Dorey

Riverview, NB  
SGA: Ramin Kouladji

"Darrell's total dedication to our Agency and the Labor Movement is the greatest contributor to his continued success. He loves what he does. He believes in what he does and he is remarkably good at it. I can always count on Darrell 24/7 to get the job done."

7/00

Promoted To Supervising Agent

**Chris Albanese**  
Marc Zipper  
Florida

**Tanya Bowers**  
Scott Smith  
Illinois

**Katasha Carter**  
Rick Altig  
Tennessee

**Daniel Grcicli**  
Scott Smith  
Illinois

**Maurice Davies**  
Steve Friedlander  
New Zealand

**William Elosky**  
Dennis Ishler  
Pennsylvania

**Yevola Green**  
Rick Altig  
Tennessee

**David Horne**  
Richard Neal  
Arkansas

**Wesley Litsey**  
Rick Altig  
Wisconsin

**Peter Hukolev**  
Steve Friedlander  
New Zealand

**Paul Paulillo**  
Marc Zipper  
Florida

**Gregory Babson**  
Rick Altig  
Manitoba

**Joni Kolby**  
Marc Morton  
West Virginia

**Michael Wells**  
Lisa D'Amico  
Pennsylvania

**Tress Weststrand**  
Scott Smith  
Iowa

**Andrea Williams**  
David Hausman  
Georgia

Promoted To General Agent

**Steven Bleh**  
Joe Manone  
Wisconsin

**Scott Lassiter**  
Rick Altig  
North Carolina

**Ben McDonald**  
William Devine  
Texas

**Fredina McEairn**  
Anne O'Driscoll  
Newfoundland

**Octo Roy**  
Kevin Pawlowski  
Texas

**Preeti Sahgal**  
Joshua Chalom  
Ontario

**Donnis Sullivan**  
Rick Mansfield  
Vermont

**Breonna Sutton**  
William Devine  
Texas

**Stacey Wall**  
Eric Giglione  
New Jersey

**Johnnie Wallace**  
Scott Smith  
Illinois

**Andrew Wilkins**  
Rick Altig  
North Carolina

Promoted To Master General Agent

**Willo Fleming** ✓  
Rick Altig  
North Carolina

**Patrick Frize** ✓  
Rick Altig  
Quebec

**Lawrence Hnack** ✓  
Steve Friedlander  
New Zealand

**Antonio Iannacci** ✓  
Rick Altig  
Quebec

**Oleh Ostrovsky** ✓  
Justin A. Jones  
Mississippi

Promoted To State General Agent

**Kevin Chadrin**  
Massachusetts

"Now it's time to step out of that box. Lift off that ceiling. Remove the barriers and refuse to acknowledge limitations. It's time to step up, so others can step in."

— Roger Smith



Promotions



TOP INDIVIDUAL PRODUCERS — JUNE

All Time Record to Beat					
★	Net ALP \$33,921	Year 1998	Month June		
Name	Net ALP	Pers	N/G*	MGA	SGA
1. Timothy Cruise	\$23,046		83	Andy Zomaya	Scott Smith
2. Ruben Soberanes	21,569		77		Jatoft-Foti
3. Douglas MacDonald	18,881		93	Roger Fung	Rick Altig
4. Brian Traboulay	17,856		95	Brian Traboulay	Rick Altig
5. Wesley Bangs	16,928		85	Stacie Williams	Rick Altig
6. Arkadi Nulman	16,920		85	Vlad Basov	Larry Geneser
7. Mary Brock	16,782		97	Rita Bailey	Charles Scott
8. James Dattilo	16,644		88	Ed Orell	Marc Zipper
9. Cynthia Lebrun-Yaffe	15,544		90	Cynthia Lebrun-Yaffe	Matt Blumert
10. John Martineau	14,806		84	Ed Orell	Marc Zipper
11. David Thornton	14,727		95	Erik Graham	Cohen-Rutt
12. Abdulrazzaq Ahmed	14,694		87		Mike Horning
13. Frauline McGuire	14,689		82		Anne O'Driscoll
14. Michael O'Rourke	14,556		91	Ryan Whitley	Larry Geneser
15. Raymond Lau	14,443		90	Roger Fung	Rick Altig
16. Joe Drover	14,262		100		Anne O'Driscoll
17. Nickolay Gusev	13,917		85	Vlad Basov	Larry Geneser
18. Darrell Ballard	13,840		94	Doreen Ryan-Foti	Jatoft-Foti
19. Wendell Bangs	13,811		81	Stacie Williams	Rick Altig
20. Pete Konidas	13,591		95	Ed Orell	Marc Zipper
21. Wallace Robinson	13,367		93	Wallace Robinson	Rick Altig
22. Ladislav Lesanek	13,205		86	Ladislav Lesanek	Kevin Khadivian
23. James Peate	13,166	74.75	82	Ed Orell	Marc Zipper
24. Daniel Phares	12,753		86	Hans Wikle	Marc Morton
25. Mitchell Clem	12,650		80		William Devine
26. Alice Shen	12,645		91	William Cook	Cohen-Rutt
27. Thomas Favata	12,525		77		Michael Lavin
28. Lawrence Hauck	12,508	75.36	86	Lawrence Hauck	Steve Friedlander
29. Preeti Sahgal	12,465		89		Joshua Chalom
30. Wayne Tashiro	12,413		100	Rory Lee	Rick Altig
31. Roland Parker	12,309		81	Nicholas Nitkowski	Tom Williams
32. Lance Brown	12,308		89	Michael Pritchett	Larry Geneser
33. Ello Ribeiro	12,304		91	Lee Conti	Cohen-Rutt
34. Yevola Green	12,257		86	Matthew Wood	Rick Altig
35. Paul Lund	12,177		85	Robert Olson	Scott Smith
36. Juan Medina	12,125		86		Jatoft-Foti
37. Maria Bellajaro	12,038		80	Dennis Muth	Rick Altig
38. Ahmed Adan-Dheri	11,985		81		David Hausman
39. Brian Delatte	11,954		100	Robert Colley	Bill Boyle
40. Joe Marullo	11,789		85		Kevin Pawlowski
41. Jorge Aguilar	11,759		84	Jorge Aguilar	Jatoft-Foti
42. Lawrence Enelow	11,750		85		Michael Lavin
43. Scott Remmey	11,697		95	Jeffrey Dinocento	Eric Giglione
44. Sonny James	11,691		91		Kevin Pawlowski
45. Bulbinder Hayer	11,690		92	Roger Fung	Rick Altig
46. Alan Becker	11,676		88	Yaroslav Bitman	Larry Geneser
47. Terry Butler	11,653		84		Scott Smith
48. William Butler	11,572		92	Terrance Brennan	Scott Smith
49. J. Saul Quiroz	11,564		80	J. Saul Quiroz	Michael Busico
50. Ryan Stangler	11,482		81	Ed Orell	Marc Zipper

\*percentage of net to gross

TOP INDIVIDUAL PRODUCERS — YTD

All Time Record to Beat					
★	Net ALP \$221,368	Year 1999			
Name	Net ALP	Pers	N/G*	MGA	SGA
1. Timothy Cruise	\$113,359		83	Andy Zomaya	Scott Smith
2. Steven Polederos	99,441	89.77	86		Zeidner-Cowan
3. James Dattilo	95,750		88	Ed Orell	Marc Zipper
4. Arkadi Nulman	87,349		85	Vlad Basov	Larry Geneser
5. Ruben Soberanes	80,714		77		Jatoft-Foti
6. Wesley Bangs	77,297		85	Stacie Williams	Rick Altig
7. Brian Traboulay	76,266		95	Brian Traboulay	Rick Altig
8. Kelly McDonald	68,497		81	Kelly McDonald	Jatoft-Foti
9. Alan Becker	68,369		88	Yaroslav Bitman	Larry Geneser
10. Angeles Ordas	66,319		85		Michael Busico
11. J. Saul Quiroz	64,761		80	J. Saul Quiroz	Michael Busico
12. Frauline McGuire	64,168		82		Anne O'Driscoll
13. Gleb Ostrovsky	63,781		89	Gleb Ostrovsky	Justin A. Jones
14. Leanne Hughes	63,292		89	Jeffrey Dinocento	Eric Giglione
15. Jerry Colley	62,556		74	Jeffery Churchfield	Rick Altig
16. Ramin Maghsoud	61,461		85		Larry Kudlacek
17. Michael Crain	59,974		82	Andy Zomaya	Scott Smith
18. Wendell Bangs	59,826		81	Stacie Williams	Rick Altig
19. Lance Brown	59,642		89	Michael Pritchett	Larry Geneser
20. Kurt Johnson	59,594		94	Rory Lee	Rick Altig
21. Raymond Lau	59,235		90	Roger Fung	Rick Altig
22. Lawrence Hauck	58,924	75.36	86	Lawrence Hauck	Steve Friedlander
23. Vito Pecoraro	58,552		88	Stephen Liberto	Eric Giglione
24. Bradley Kincaid	57,638		85	Dennis Muth	Rick Altig
25. James Peate	57,612	74.75	82	Ed Orell	Marc Zipper
26. Darrell Ballard	57,112		94	Doreen Ryan-Foti	Jatoft-Foti
27. Mitchell Clem	56,970		80		William Devine
28. Jack Seitz	56,778		89		Hancock-Boles
29. Alex Chen	56,695		92	Norman Lew	Jatoft-Foti
30. Rebecca Francis	56,652	93.26	93	Joseph Nosse	Surace-Surace
31. Scott Remmey	56,449		95	Jeffrey Dinocento	Eric Giglione
32. Paul Lund	55,924		85	Robert Olson	Scott Smith
33. Michael O'Rourke	55,866		91	Ryan Whitley	Larry Geneser
34. Stephen Ross	55,681	83.91	91		Steve Friedlander
35. Roland Parker	55,600		81	Nicholas Nitkowski	Tom Williams
36. Mark Bieler	55,524		91		Gary Bleier
37. Ladislav Lesanek	55,008		86	Ladislav Lesanek	Kevin Khadivian
38. Matthew Zeoli	54,842		84	Daniel Zeoli	Pat Shehan
39. Vladimir Opra	54,820		79	Vlad Basov	Larry Geneser
40. Michael Silver	54,650		84	Jeffrey Horsky	Larry Weiner
41. Jinzhou Zhao	54,382		89	Wilbur Smith	Rick Altig
42. Abdulrazzaq Ahmed	54,356		87		Mike Horning
43. Edward Bailey	54,344		74		Larry Weiner
44. William McFadden	53,844		82	Rita Bailey	Charles Scott
45. Chris Wittenbach	53,227		87	Chris Wittenbach	Justin A. Jones
46. Stacey Wall	52,911		86	David Brister	Eric Giglione
47. Thomas Gilbert	52,627		81	Jeffery Churchfield	Rick Altig
48. John DeRosier	52,477		82	John DeRosier	Rick Altig
49. Joan Badzik	52,402		82	Ted Schilling	William Jennings
50. Larry Malitz	52,259		82	Larry Malitz	Pat Shehan

\*percentage of net to gross





**1. Timothy Cruise**  
Downer's Grove, IL  
SGA: Scott Smith



**2. Ruben Soberanes**  
Walnut Creek, CA  
SGA: Jatoft-Foti



**3. Douglas MacDonald**  
Burnaby, BC  
SGA: Rick Altig



**4. Brian Trahoulay**  
Burnaby, BC  
SGA: Rick Altig



**5. Wesley Banga**  
Nashville, TN  
SGA: Rick Altig



**6. Irwadi Hulman**  
Kansas City, MO  
SGA: Larry Geneser



**7. Mary Brock**  
Washington, DC  
SGA: Charles Scott



**8. James Dattilo**  
Altamonte Springs, FL  
SGA: Marc Zipper



**9. Cynthia Lebrun-Yaffe**  
Gaithersburg, MD  
SGA: Matt Blumert



**10. John Marlineau**  
Altamonte Springs, FL  
SGA: Marc Zipper

*"He who seizes the right moment is the right man."*

— Goethe

## American Income — Offering Quality Discount Health Services

The American Income Partners Program has been featured in the last two issues of *Spotlight* as a focus product. We've discussed the convenience of the program, extolled the tremendous discounts offered and explained the components of the service. While all of this better enables you, the Agent, to explain the program, it may not help you sell it to your clients. As salespeople, our job is to create a need for a product and then show customers why our product fills that need better than the competitor's product.

With AIL's Partners Program we don't have to create a need, because the need is already there. And, as for showing why this program is better, that's simple too — the Partners Program sells itself.

Most health and welfare programs have stopped offering plans that cover dental, hearing, vision and prescriptions, and if a program does cover these items the coverage is minimal. Below are a few facts about health care and its costs\* —

- Dental care costs rose by more than 250 percent in the last decade, and 60 percent of all Americans do not have dental insurance.
- Seventy percent of Americans do not have a prescription drug benefit and it is estimated that the average family spends nearly \$400 a year on prescription drugs.
- The economic costs of eye care is estimated in excess of \$5 billion per year.
- Twenty-four million Americans are hearing impaired and spend over \$4 billion annually on hearing aid costs.



This is where AIL Partners becomes the perfect partner. The American Income Partners Program offers an "all-in-one" plan with a full range of discounts for visits to the dentist or the chiropractor plus substantial discounts on eyeglasses, contacts, hearing aids and prescriptions. These discounts are offered through more than 100,000 health care providers and can be conveniently accessed with an ID card or a toll-free phone call, close to home or when traveling.

With a centralized, state-of-the-art administration, the AIL Partners Plan offers customers unsurpassed service, affordable pricing and outstanding quality.

You've seen the need for a quality health discount program and how the Partners Plan meets that need for the members we call upon. Don't miss out on how this powerful sales tool can work to your advantage. If you're not familiar with the Partners Plan be sure to ask your manager or SGA for program details.

\*statistics provided by DDS Best Benefits.



# World's Greatest BONUS

750+ Bonus

<b>Wesley Bangs</b> SGA: Rick Altig	<b>Timothy Cruise</b> SGA: Scott Smith	<b>Cynthia Lebrun-Yaffe</b> SGA: Matt Blumert	<b>Arkadi Nulman</b> SGA: Larry Geneser	<b>Ruben Soberanes</b> SGA: Jatoft-Foti
<b>Mary Brock</b> SGA: Charles Scott	<b>James Dattilo</b> SGA: Marc Zipper	<b>Douglas J. MacDonald</b> SGA: Rick Altig	<b>James Peate</b> SGA: Marc Zipper	<b>Brian Traboulay</b> SGA: Rick Altig

600+ Bonus

<b>Raj Ahmed</b> SGA: Mike Horning	<b>Mitchell Clem</b> SGA: William Devine	<b>Kurt Johnson</b> SGA: Rick Altig	<b>Frauline McGuire</b> SGA: Anne O'Driscoll	<b>Elio Ribeiro</b> SGA: Cohen-Rutt
<b>Kane Ali</b> SGA: David Hausman	<b>Vaughn Darrow</b> SGA: Cohen-Hartman	<b>Bradley Kincaid</b> SGA: Rick Altig	<b>Juan Medina</b> SGA: Jatoft-Foti	<b>Wallace Robinson</b> SGA: Rick Altig
<b>Darrell Ballard</b> SGA: Jatoft-Foti	<b>Joe Drover</b> SGA: Anne O'Driscoll	<b>Pete Konidas</b> SGA: Marc Zipper	<b>Vladimir Opra</b> SGA: Larry Geneser	<b>Preeti Sahgal</b> SGA: Joshua Chalom
<b>Wendell Bangs</b> SGA: Rick Altig	<b>Thomas Favata</b> SGA: Michael Lavin	<b>Raymond Lau</b> SGA: Rick Altig	<b>Angeles Ordas</b> SGA: Michael Busico	<b>Alice Shen</b> SGA: Cohen-Rutt
<b>Alan Becker</b> SGA: Larry Geneser	<b>Yevola Green</b> SGA: Rick Altig	<b>Ladislav Lesanek</b> SGA: Kevin Khadivian	<b>Michael O'Rourke</b> SGA: Larry Geneser	<b>Peter Soybel</b> SGA: Patrick Shehan
<b>María Bellajaro</b> SGA: Rick Altig	<b>Nickolay Gusev</b> SGA: Larry Geneser	<b>Paul Lund</b> SGA: Scott Smith	<b>Roland Parker</b> SGA: Tom Williams	<b>Wayne Tashiro</b> SGA: Rick Altig
<b>Lance Brown</b> SGA: Larry Geneser	<b>Lawrence Hauck</b> SGA: Steve Friedlander	<b>John Martineau</b> SGA: Marc Zipper	<b>Daniel Phares</b> SGA: Marc Morton	<b>David Thornton</b> SGA: Cohen-Rutt
<b>Alex Chen</b> SGA: Jatoft-Foti	<b>Leanne Hughes</b> SGA: Eric Giglione	<b>Kelly McDonald</b> SGA: Jatoft-Foti	<b>Steven Polederos</b> SGA: Zeidner-Cowan	<b>Stacey Wall</b> SGA: Eric Giglione

500+ Bonus

<b>Ahmed Adan-Dheri</b> SGA: David Hausman	<b>Paula Cooper</b> SGA: Rick Altig	<b>Joseph Habeeb</b> SGA: William Devine	<b>Erik Mendoza</b> SGA: Michael Busico	<b>Gloria Sanchez</b> SGA: Jatoft-Foti
<b>Jorge Aguilar</b> SGA: Jatoft-Foti	<b>Michael Crain</b> SGA: Scott Smith	<b>Bulbinder Hayer</b> SGA: Rick Altig	<b>Russell Morris</b> SGA: Marc Zipper	<b>Scott Shearer</b> SGA: William Devine
<b>Paul Anderson</b> SGA: Larry Geneser	<b>Darayl Davis</b> SGA: Charles Scott	<b>Sonny James</b> SGA: Kevin Pawlowski	<b>Thomas Myers</b> SGA: Larry Geneser	<b>Ryan Stangler</b> SGA: Marc Zipper
<b>Kouassi Appiah</b> SGA: Rick Altig	<b>Brian DeLattie</b> SGA: William Boyle	<b>Kelly Kellogg</b> SGA: Rick Altig	<b>Christian Novacek</b> SGA: Marc Zipper	<b>Ronald VanWoesik</b> SGA: William Devine
<b>Julie Aprahamian</b> SGA: Joseph Manone	<b>Michael DelValle</b> SGA: Eric Giglione	<b>Linda Lanoue</b> SGA: Marc Morton	<b>Jonathan Odom</b> SGA: Dan Rubio	<b>Jorge Zayas</b> SGA: Michael Busico
<b>Heather Bahre</b> SGA: Larry Geneser	<b>Robert Dunn</b> SGA: Rick Mansfield	<b>Nicholas Lapceovich</b> SGA: Joshua Chalom	<b>Vito Pecoraro</b> SGA: Eric Giglione	
<b>Carl Boldon</b> SGA: Zeidner-Cowan	<b>William Elensky</b> SGA: Dennis Ishler	<b>Ramin Maghsoud</b> SGA: Larry Kudlacek	<b>J. Saul Quiroz</b> SGA: Michael Busico	
<b>Terry Butler</b> SGA: Scott Smith	<b>Lawrence Enelow</b> SGA: Michael Lavin	<b>Benjamin Mancillas</b> SGA: Danny VanHouten	<b>Scott Remmey</b> SGA: Eric Giglione	
<b>William Butler</b> SGA: Scott Smith	<b>Shannon George</b> SGA: Larry Geneser	<b>Joe Marullo</b> SGA: Kevin Pawlowski	<b>Vance Rountree</b> SGA: Marc Zipper	

400+ Bonus

<b>Susan Almond</b> SGA: Marc Morton	<b>William Feaster</b> SGA: Home Office	<b>Earl Losey</b> SGA: Larry Weiner	<b>Gary Ramsey</b> SGA: Larry Geneser	<b>George Urban</b> SGA: Marc Zipper
<b>Rajeev Arora</b> SGA: Rick Altig	<b>Andrew Fike</b> SGA: David Hausman	<b>Kelly Mack</b> SGA: Marc Zipper	<b>Paul Rumbuc</b> SGA: Hancock-Boles	<b>Richard Wade</b> SGA: Joseph Manone
<b>Douglas Bauknecht</b> SGA: Rick Altig	<b>Albert Fleury</b> SGA: Rick Altig	<b>Danny Mayorga</b> SGA: Tom Williams	<b>William Sargent</b> SGA: Derril Bailey	<b>Johnnie Wallace</b> SGA: Scott Smith
<b>Richard Becker</b> SGA: Eric Giglione	<b>Rebecca Francis</b> SGA: Surace-Surace	<b>Barbara Musto</b> SGA: Eric Giglione	<b>Ted Schilling</b> SGA: William Jennings	<b>Stanley Webb</b> SGA: Rick Altig
<b>Tram Church</b> SGA: Cohen-Rutt	<b>John Franklin</b> SGA: Cohen-Rutt	<b>Eric Nichols</b> SGA: Scott Smith	<b>Jack Seltz</b> SGA: Hancock-Boles	<b>Andrew Wilkins</b> SGA: Rick Altig
<b>Bill Cook</b> SGA: Cohen-Rutt	<b>Thomas Gilbert</b> SGA: Rick Altig	<b>Peter Nikolov</b> SGA: Steve Friedlander	<b>Kobina Sekyl</b> SGA: Joseph Manone	<b>Irving Zeidner</b> SGA: Zeidner-Cowan
<b>John DeRosier</b> SGA: Rick Altig	<b>Matthew Green</b> SGA: Eric Giglione	<b>Gleb Ostrovsky</b> SGA: Justin A. Jones	<b>Scott Shirk</b> SGA: Dennis Ishler	<b>Jinzhou Zhao</b> SGA: Rick Altig
<b>James Engel</b> SGA: Patrick Shehan	<b>Shawna Greene</b> SGA: Cohen-Rutt	<b>Michael Perkins</b> SGA: Jatoft-Foti	<b>Donald Spence</b> SGA: Ramin Kouladji	<b>David Zophin</b> SGA: Marc Zipper
<b>Edward Farley</b> SGA: Marc Zipper	<b>Herman Libman</b> SGA: Lisa D'Amico	<b>Richard Ramirez</b> SGA: Marc Zipper	<b>David Sumabat</b> SGA: Rick Altig	



All Time Record to Beat

Month: \$49,185 Net ALP Gino Tanzif

JUNE Production

Name	1st Year Agent	Net ALP	Pers	N/G	# 1st Yr Agents	MGA	SGA
1. Ralph Navarro	\$21,825	\$29,325		86	7	Nicholas Nitkowski	Tom Williams
2. Natasha Carter	12,226	10,801		100	2	Gary Williams	Rick Altig
3. Sherry Smith	12,109	15,382		96	1	Gary Williams	Rick Altig
4. Eddie Dhillon	9,726	9,483		76	3		Scott Smith
5. Steven Edgell	9,367	12,262		87	2	Jorge Zayas	Michael Busico

All Time Record to Beat

YTD: \$234,648 Net ALP

YTD Production

Name	1st Year Agent	Net ALP	Pers	N/G	# 1st Yr Agents	MGA	SGA
1. Eddie Dhillon	\$122,828	\$159,619		76	3		Scott Smith
2. Timothy Thompson	91,419	117,383		83	4		Kevin Pawlowski
3. Ralph Navarro	64,682	106,673		86	7	Nicholas Nitkowski	Tom Williams
4. Barbara Kendell	36,047	75,813		83	2	Terrance Brennan	Scott Smith
5. Vladimir Opra	29,506	73,023		86	1	Vlad Basov	Larry Geneser



1. Ralph Navarro

Ft. Lauderdale, FL  
SGA: Tom Williams



2. Natasha Carter

Nashville, TN  
SGA: Rick Altig



3. Sherry Smith

Nashville, TN  
SGA: Rick Altig

2000  
in  
2000

Supervising Agents

*"Money will come to you when you are doing the right thing."*

— Michael Philips Writer



All Time Record To Beat

Month: \$103,854 Net ALP Dan Foti

JUNE Production

Name	1st Year Agent	Net ALP	Pers	N/G	# 1st Yr Agents	MGA	SGA
1. David Zophin	\$54,261	\$60,881		92	5	Ed Orell	Marc Zipper
2. Scott Sonnenberg	39,538	48,142		85	5	Ryan Whitley	Larry Geneser
3. James Cleveland	31,997	42,974		73	3	Ed Orell	Marc Zipper
4. James Peate	31,464	55,305		98	4	Ed Orell	Marc Zipper
5. Paul Lund	29,418	29,417		95	3	Robert Olson	Scott Smith
6. Christian Novacek	21,765	33,046		84	6	Ed Orell	Marc Zipper
7. Wendell Bangs	21,240	35,051		81	4	Stacie Williams	Rick Altig
8. Maureen Ford	21,235	21,380		93	4		Anne O'Driscoll
9. Gay Deitch	20,747	21,059		93	4		Dennis Ishler
10. Stanley Norris	20,107	20,568		94	3		Dennis Ishler

All Time Record To Beat

YTD: \$864,620 Net ALP

YTD Production

Name	1st Year Agent	Net ALP	Pers	N/G	# 1st Yr Agents	MGA	SGA
1. James Peate	\$188,568	\$273,677		98	4	Ed Orell	Marc Zipper
2. Scott Sonnenberg	128,596	174,170		85	5	Ryan Whitley	Larry Geneser
3. David Zophin	116,057	217,864		92	5	Ed Orell	Marc Zipper
4. Wendell Bangs	115,809	173,060		81	4	Stacie Williams	Rick Altig
5. Christian Novacek	108,702	150,410		84	6	Ed Orell	Marc Zipper
6. Cecile Remington	92,212	93,855		82	6		Ramin Kouladji
7. James Cleveland	78,141	139,907		73	3	Ed Orell	Marc Zipper
8. Barry Kushner	73,782	105,441		81	7		Joshua Chalom
9. Alan Becker	72,463	140,832		86	3	Yaroslav Bitman	Larry Geneser
10. John Huber	66,825	98,757		81	3	David Brister	Eric Giglione

# Top General Agents

# Trail Blazers



1. David Zophin  
Tampa, FL  
SGA: Marc Zipper



2. Scott Sonnenberg  
St. Louis, MO  
SGA: Larry Geneser



3. James Cleveland  
Altamonte Springs, FL  
SGA: Marc Zipper



4. James Peate  
Altamonte Springs, FL  
SGA: Marc Zipper



5. Paul Lund  
Downer's Grove, IL  
SGA: Scott Smith





**JUNE Production**

**All Time Record to Beat**  
**Month: \$208,884 Net ALP Ed Orell**

Name	1st Yr. Agent	Net ALP	Pers	NG	#1st Yr Agents	SGA
1. Edward Orell	\$138,562	\$208,884		79	22	Marc Zipper
2. Rita Bailey	114,356	122,155		90	24	Charles Scott
3. Vlad Basov	57,356	74,900		83	8	Larry Geneser
4. Ryan Whitley	51,516	78,653		82	8	Larry Geneser
5. Lee Conti	48,532	50,598		87	8	Cohen-Rutt
6. Gary Williams	44,463	65,459		81	8	Rick Altig
7. Robert Olson	44,134	47,833		80	9	Scott Smith
8. Melinda-Rae Lyse	43,007	46,038		79	11	Rick Altig
9. Erik Graham	40,132	82,770		87	10	Cohen-Rutt
10. Nicholas Nitkowski	37,072	50,725		86	12	Tom Williams
11. Rory Lee	36,331	38,355		78	5	Rick Altig
12. Thomas Foley	35,524	48,122		84	6	David Hausman
13. William Heath	33,877	35,059		80	9	Mark Hancock
14. Christine Campbell	32,830	67,914		86	8	Cohen-Hartman
15. Stacie Williams	32,799	47,811		79	7	Rick Altig
16. Roger Fung	32,337	86,671		85	11	Rick Altig
17. Stephen Liberto	28,309	49,834		87	6	Eric Giglione
18. Yaroslav Bitman	27,791	49,359		87	4	Larry Geneser
19. David Brister	27,728	43,402		83	8	Eric Giglione
20. Kyle Winebrenner	25,315	40,187		84	9	Richard Neal

**YTD Production**

**All Time Record to Beat**  
**YTD: \$1,186,608 Net ALP Jack Kirschling**

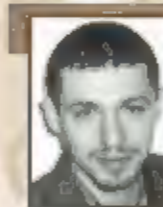
Name	1st Yr. Agent	Net ALP	Pers	NG	#1st Yr Agents	SGA
1. Edward Orell	\$585,212	\$921,612		79	22	Marc Zipper
2. Vlad Basov	277,253	367,697		83	8	Larry Geneser
3. Stephen Liberto	239,293	319,030		87	6	Eric Giglione
4. Christine Campbell	236,326	396,861		86	8	Cohen-Hartman
5. Rita Bailey	232,895	279,695		90	24	Charles Scott
6. Ryan Whitley	228,427	403,461		82	8	Larry Geneser
7. Isaac Soussana	225,015	247,732		79	5	Cohen-Rutt
8. Melinda-Rae Lyse	222,125	263,929		79	11	Rick Altig
9. Thomas Foley	216,719	311,672		84	6	David Hausman
10. Lee Conti	198,244	207,770		87	8	Cohen-Rutt
11. Stacie Williams	192,194	261,796		79	7	Rick Altig
12. Erik Graham	190,275	439,864		87	10	Cohen-Rutt
13. David Brister	187,702	240,681		83	8	Eric Giglione
14. Robert Olson	186,745	200,495		80	9	Scott Smith
15. Michael Knapick	183,170	245,049		74	6	Scott Smith
16. Ronald VanWoesik	177,138	209,519		84	7	William Devine
17. Dan Stevens	170,215	204,226		81	5	Larry Geneser
18. Jeffrey Dirocanto	159,758	382,898		86	8	Eric Giglione
19. William Cook	155,008	203,546		87	4	Cohen-Rutt
20. Ilija Orlovic	153,657	295,920		77	11	Rick Altig



**1. Edward Orell**  
 Altamonte Springs, FL  
 SGA: Marc Zipper



**2. Rita Bailey**  
 Washington, DC  
 SGA: Charles Scott



**3. Vlad Basov**  
 Kansas City, MO  
 SGA: Larry Geneser



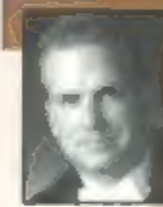
**4. Ryan Whitley**  
 St. Louis, MO  
 SGA: Larry Geneser



**5. Lee Conti**  
 Los Angeles, CA  
 SGA: Cohen-Rutt



**6. Gary Williams**  
 Redmond, WA  
 SGA: Rick Altig



**7. Robert Olson**  
 Downer's Grove, IL  
 SGA: Scott Smith



**8. Melinda-Rae Lyse**  
 Calgary, AB  
 SGA: Rick Altig



**9. Erik Graham**  
 Los Angeles, CA  
 SGA: Cohen-Rutt



**10. Nicholas Nitkowski**  
 Ft. Lauderdale, FL  
 SGA: Tom Williams

**Master General Agents**



## MGA Monthly Bonus Program

### 65 Percent and 70 Percent Contracts

### June Bonus Qualifiers

Ed Orell \$12,408	Yaroslav Bitman \$2,428	Gary Williams \$1,457	Jeffrey Horsky \$1,088	Keith Taylor \$537
Rita Bailey \$5,374	Melinda-Rae Lyse \$2,425	Matthew Wood \$1,452	Steve Foti \$1,065	Jorge Zayas \$523
Ryan Whitley \$4,798	Andy Zomaya \$2,407	James Isip \$1,382	Kyle Winebrenner \$1,019	Michael Shaner \$517
Vlad Basov \$4,141	Thomas Foley \$2,188	David Daniels \$1,354	Michael Knapick \$980	Paul Rumbuc \$491
Lee Conti \$3,486	Stephen Liberto \$2,129	Jeffery Churchfield \$1,265	Ronald VanWoesik \$911	Shashi Parekh \$468
David Brister \$3,364	Robert Colley \$2,075	Terrance Brennan \$1,227	Norman Barfoot \$876	John Hancock \$397
Roger Fung \$3,188	Nicholas Nitkowski \$1,970	Hans Wikle \$1,207	Robert Hughes \$781	Dan Stevens \$363
Erik Graham \$3,015	Robert Olson \$1,906	William Heath \$1,154	Tony Sutton \$690	Isaac Soussana \$359
Rory Lee \$2,960	Michael Pritchett \$1,860	Eric Nichols \$1,146	Danny Alexander \$561	Eric Dionne \$348
Jeffrey Dinocento \$2,683	Christine Campbell \$1,725	Brian Traboulay \$1,112	Daniel Andrecheck \$554	James Logan \$341
Dennis Muth \$2,555	Doreen Ryan-Foti \$1,474	Stacie Williams \$1,105	John DeRosier \$553	Guy Rouelle \$301

**Total \$95,922**

### JUNE Production

Name	1st Yr. Agent	Net ALP	Pers	NG	#MGAs	SGA
1. Gary Williams	\$95,421	\$179,580		81	4	Rick Altig
2. Alan Martyn	58,350	153,266		83	3	Rick Altig
3. Donald Wold	58,035	104,859		82	3	Rick Altig

### YTD Production

Name	1st Yr. Agent	Net ALP	Pers	NG	#MGAs	SGA
1. Gary Williams	\$470,769	\$992,738		81	4	Rick Altig
2. Alan Martyn	356,794	905,278		83	3	Rick Altig
3. Donald Wold	329,458	541,036		82	3	Rick Altig



1. Gary Williams

Redmond, WA  
SGA: Rick Altig

*"I am the master of my fate; I am the captain of my soul."*

— W. E. Henley



Category IV	JUNE PRODUCTION						YEAR TO DATE PRODUCTION							
	Net P	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP
Marc Zipper	\$176,861	\$70,000	253			\$264,411	76	\$725,187	\$360,000	201				\$1,166,487
Larry Geneser	181,834	80,000	227			274,444	83	874,745	400,000	219				1,598,584
Cohen-Rutt	147,275	90,000	164			239,886	85	927,182	540,000	172				1,402,473
Scott Smith	159,821	110,000	145			258,267	79	1,100,766	580,000	190				1,686,734
Rick Altig	425,994	310,000	137			812,441	82	2,214,823	1,810,000	122				4,732,001
Eric Gigone	99,559	80,000	124			186,378	86	649,550	480,000	135				1,151,859

Category V	JUNE PRODUCTION						YEAR TO DATE PRODUCTION							
	Net P	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP
Mark Hancock	\$57,023	\$50,000	114			\$84,089	81	\$222,262	\$300,000	74				\$455,098
William Devine	44,110	50,000	88			107,725	83	304,872	250,000	122				535,179

Category VI	JUNE PRODUCTION						YEAR TO DATE PRODUCTION							
	Net P	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP
Hancock-Boies	\$64,117	\$40,000	180			\$103,565	84	\$300,969	\$200,000	150				\$418,787
Surace-Surace	50,087	40,000	125			123,762	73	306,430	240,000	126				756,752
Marc Morton	48,424	40,000	121			87,625	80	253,109	390,000	65				626,311
Patrick Shehan	41,424	40,000	104			89,246	82	274,963	200,000	137				566,582
Tom Williams	38,151	40,000	95			70,936	81	177,667	240,000	74				444,066
Cohen-Hartman	33,867	40,000	85			93,710	86	243,800	240,000	102				537,845
Richard Nea	33,471	40,000	84			49,563	84	138,188	310,000	45				257,923

Category VII	JUNE PRODUCTION						YEAR TO DATE PRODUCTION							
	Net P	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP
Justin A. Jones	\$50,668	\$30,000	169			\$95,863	85	\$295,595	\$180,000	164				\$630,983
Dennis Ishier	44,875	30,000	150			50,938	85	211,003	180,000	117				242,444
Steve Friedlander	35,704	30,000	119			67,292	88	290,797	180,000	162	73.49			451,031
Rick Mansfield	30,564	30,000	102			52,135	82	251,814	180,000	140				369,522
Bill Boyle	27,209	30,000	91			41,186	92	88,672	90,000	99				108,716

Category VIII	JUNE PRODUCTION						YEAR TO DATE PRODUCTION							
	Net P	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP
Charles Scott	\$101,428	\$20,000	507			\$101,428	85	\$331,419	\$60,000	552				\$331,418
Robert Gover	33,838	20,000	169			43,264	85	166,109	120,000	138				293,411
Joseph Manone	30,137	20,000	151			75,062	85	140,024	120,000	117				376,295
William Jennings	21,446	20,000	107			37,361	97	35,958	40,000	90				72,732
Ramin Kouladji	20,089	20,000	100			37,182	81	143,393	120,000	119				225,148
Chris Lafond	18,475	20,000	92			24,706	90	69,215	120,000	58				116,003
John Bury	16,520	20,000	83			17,543	75	68,121	120,000	57				107,612

Category IX	JUNE PRODUCTION						YEAR TO DATE PRODUCTION							
	Net P	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP	AG	Pers	1st Yr Agent	Quota	% of Quota	Net AWP
Anne O'Driscoll	\$22,659	\$20,000	113			\$49,701	84	\$76,277	\$120,000	64				\$182,405



Category I



**MARK ZIPPIN**  
Altamonte Springs, FL



**LARRY GENESER**  
Kansas City, MO



**DAVID GIFFERT & ALEXANDER GIFFERT**  
Los Angeles, CA



**SCOTT SMITH**  
Downer's Grove, IL



**JACK HILL**  
Redmond, WA



**ERIC GIROLAMI**  
Edison, NJ

Category II



**MARK MARONE**  
Indianapolis, IN

Category III



**TED HANCOCK & MARK PARKS**  
Cincinnati, OH



**JIM & STEVE SURACE**  
N Royalton, OH



**MARC NORTON**  
Columbus, OH



**PATRICK BRENNAN**  
Menden, CT

Category IV



**JUSTIN A. JONES**  
Ridgeland, MS



**DENNIS ESLER**  
Harrisburg, PA



**STEVE FRIEDLANDER**  
Auckland, NZ



**FRANK RASMUSSEN**  
Yarmouth, ME

Category V



**CHARLES SCOTT**  
Washington, DC



**ROBERT GLOVER**  
Kalamazoo, MI



**JOSEPH MARONE**  
Menomonee Falls, WI



**WILLIAM JENNINGS**  
Denver, CO



**HAKIM KOULADIN**  
Riverview, NB

Category VI



**MARK W. MCLAUGHLIN**  
St. John, NF



# Watch Us Grow

## SGAs Expanding Territories

# July



**Matt Blumert**  
Eastern Maryland



**Justin A. Jones**  
Florida Panhandle



**Larry Beneser**  
Eastern Missouri



**Larry Kudlacek**  
Central Texas



**Bill Devine**  
Northern Louisiana



**Rick Ahig**  
Ottawa, Ontario



**Pat Sheehan**  
Western Massachusetts



**Scott Smith**  
Iowa



**Danny VanHouten**  
Northern Illinois



**Dennis Ishler**  
Northern Pennsylvania



**Justin A. Jones**  
Southern Alabama



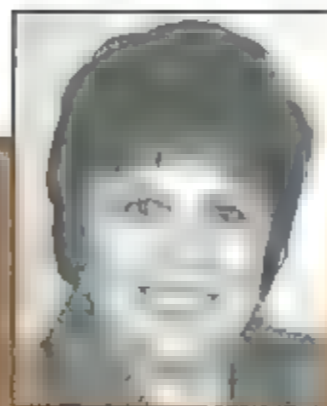
**Marc Zipper**  
Western Florida



**John Jaloff & Don Ford**  
Northern Nevada



**Vic Hancock & Rob Boles**  
Western Ohio



From the desk of  
**Denise Bowyer**

## Doing The Right Thing

I am in Columbus, OH to kickoff our first AIL/AFL-CIO coordinated *Get Out The Vote (GOTV)* project. This project is dedicated to affecting public policy through action. In addition to offering products which protect working families, every Agent can play an invaluable role *getting out the vote* by distributing voting information to Union members. Every Agent will be responsible for delivering a voter registration card and a candidate flyer to the Union members they serve. In addition, PR Representatives will distribute flyers to target Unions for workplace dissemination. And, each of us will be asked to reevaluate and recommit to our OPEIU VOTE fund

My motto is "do the right thing and the business will follow." By taking advantage of the unique opportunity presented to us we are in a position to offer information about public policy to those that are directly affected. When serving our Union market there are many *right* things to do. For now, let's keep it simple. From today until Nov. 7, 2000 each and every one of us has the opportunity to *do the right thing!*

These simple acts put AIL in a position to aid labor in meeting the primary goal of 2000 — elect candidates who support working families!

We are on the threshold of forging new relationships with our partners in organized labor. It is the time and place for this next step in *doing the right thing*. We are equipped and capable of fundamentally shaping the future. In *doing the right thing*, we must do it well, and of course the business will follow.

*"Only he who keeps his eye fixed on the far horizon will find his right road."*

— D. Hammarskjold



The AIL Labor Advisory Board Welcomes...



**Edward C. Sullivan**  
**President of the Building and Construction Trades Department, AFL-CIO**

**Edward C. Sullivan**, the newly-elected President of the Building and Construction Trades Department (BCTD), AFL-CIO, is a man who knows his way around the labor movement. Prior to his election to the BCTD — which is made up of 15 unions representing three million construction workers in the U.S. and Canada — he was President of the International Union of Elevator Constructors and served for 12 years as Vice President of the Massachusetts State Building Trades Council.

Sullivan took the reins of the BCTD on April 15, following the retirement of Robert A. Georgine, who led the Building Trades Union for 26 years.

Sullivan began his career in the elevator trade as a probationary helper in the Elevator Constructors Local No. 4 in Boston. A mechanic in construction and an adjuster in maintenance and construction for 17 years, he was elected Business Manager of Local No. 4 in 1981 and served until he was elected Assistant to the General President of the International Union of Elevator Constructors in 1996. He was elected General President of the union in 1998. He also chaired the Board of Elevator Regulators in Massachusetts for 10 years.

In 1988 he was one of the coordinators of the campaign to defeat Issue Two, a ballot initiative which would have repealed the State's prevailing wage law. In 1997 he received the Gompers-Murray-Meany Award, the Top Honor awarded each year for leadership of the general labor movement by the Massachusetts AFL-CIO.

*"He who is to be a good [leader] must first have been [led]."*

— Aristotle



June Qualifiers

ROBIN DENHAM	\$813
WENDI ROSE	\$813
JACQUELINE DEVOOGHT	\$715
RICHARD MESHULAM	\$715
BRENDA DISOMMA	\$683
VALENTIN LAPITSKIY	\$650
DARRELL DOREY	\$625
LEO VANDENBUSSCHE	\$625
RONA SPANO	\$600
JOHN WILKINSON	\$575
CHERYL COOK	\$525
DAVID BLAISDELL	\$500
THOMAS WALL	\$330
AYANNA DATE	\$315
SUSAN FULDAUER	\$300
SUSAN GILBERT	\$300
JOSEPH WARD	\$300
KENNETH ALTIZER	\$275
LARRY CURTICE	\$250
DEBBIE ENSTEDT	\$250
DONNA HANCOCK	\$250
CHARLES HILL	\$250
ROGER JOHNSON	\$250
SONJA LATONIS	\$250
LINDA STADTLER	\$250
LAURIE ONASCH	\$240
LOU NELL BUSBY	\$210
IRENE RURYCZ	\$210
DONALD SPOHN	\$200
WILLIAM VERBETEN	\$200
JENNY WILLIAMS	\$200

Total

**\$12,669**

Quarterly Qualifiers

RANDY ALTIG	\$2,000
ROBIN DENHAM	\$2,000
RICHARD MESHULAM	\$2,000
WENDI ROSE	\$2,000
JILL ALTIG	\$1,000
JACQUELINE DEVOOGHT	\$1,000
BRENDA DISOMMA	\$1,000
MALKA ARONY	\$500
DAVID BLAISDELL	\$500
ANAT COHEN	\$500
DEBBIE ENSTEDT	\$500
LAURIE ONASCH	\$500
LINDA STADTLER	\$500
LEO VANDENBUSSCHE	\$500
JOHN WILKINSON	\$500

Total

**\$15,000**



All Time PR Card Production Record  
**Month:** 18,960 cards **Anthony Gentili**

**June Production**

PR Manager	# Cards	SGA
1. Randy Altig	9,828	Rick Altig
2. Richard Meshulam	6,079	Cohen-Rutt
3. Debbie Enstedt	3,495	Rick Altig

Category A	# Cards	SGA
1. Richard Meshulam	5,893	Cohen-Rutt
2. Randy Altig	3,658	Rick Altig
3. Valentin Lapitskiy	2,870	Rick Altig
4. Jacqueline deVooght	2,607	Rick Altig
5. Brenda DiSomma	2,302	Eric Giglione

Category B	# Cards	SGA
1. Marlo Soljan	2,659	Steve Friedlander
2. Linda Stadler	1,064	Surace-Surace
3. Kenneth Altizer	908	Marc Morton
4. Donna Hancock	862	Hancock-Boles
5. Sophie McCoy	789	John Bury

Category C	# Groups	SGA
1. Darrell Dorey	15	Ramin Kouladji
1. Susan Fuldauer	15	Mark Hancock
2. Cheryl Cook	12	Dennis Ishler
2. David Floyd	12	Marc Morton
2. Brandt Martin	12	Kevin Pawlowski

All Time PR Card Production Record  
**YTD:** 61,879 cards **Denise Bowyer**

**YTD Production**

PR Manager	# Cards	SGA
1. Randy Altig	57,915	Rick Altig
2. Debbie Enstedt	26,297	Rick Altig
3. Malka Arony	21,209	Cohen-Hartman

Category A	# Cards	SGA
1. Randy Altig	20,190	Rick Altig
2. Leo VanDenBussche	14,255	Rick Altig
3. Wendi Rose	13,624	William Devine
4. Robin Denham	13,217	Larry Geneser
5. Brenda DiSomma	12,212	Eric Giglione

Category B	# Cards	SGA
1. Malka Arony	12,451	Cohen-Hartman
2. Linda Stadler	6,505	Surace-Surace
3. Sandra Johnson	6,126	Gary Bleier
4. Laurie Onasch	6,091	Joe Manone
5. Mark Lehr	5,301	Bill Boyle

Category C	# Groups	SGA
1. Darrell Dorey	133	Ramin Kouladji
2. Susan Fuldauer	74	Mark Hancock
3. Joseph Ward	64	Larry Geneser
4. Kenneth Altizer	53	Marc Morton
4. Vivian Unger Dwyer	53	Billy Faulkner

Category A = Categories 1 and 2. Category B = Categories 3, 4, 5 and 6. Category C = Top number of contracts signed from all SGA categories. Public Relations Manager selection guidelines for recognition in the Spotlight are as follows: Must have 2 PR Representatives coded and meet production requirements.

**PR Manager**



**Randy Altig**  
 Kirkland, WA  
 SGA: Rick Altig

**CATEGORY A:**



**Richard Meshulam**  
 Los Angeles, CA  
 SGA: Cohen-Rutt



**Randy Altig**  
 Kirkland, WA  
 SGA: Rick Altig

**CATEGORY B:**



**Marlo Soljan**  
 Auckland, NZ  
 SGA: Steve Friedlander



**Linda Stadler**  
 N. Royalton, OH  
 SGA: Surace-Surace

**CATEGORY C:**



**Darrell Dorey**  
 Riverview, NB  
 SGA: Ramin Kouladji



**Susan Fuldauer**  
 Indianapolis, IN  
 SGA: Mark Hancock



**MONETARY DONATIONS**

**AIL of Canada**

- Helped raise more than \$3,000 for the Alberta Spina Bifida Association at the Alberta Area Council of C.E.P. Charity Golf Tournament.

**The Devine Agency**

- Donated \$100 to the A. Phillip Randolph Ft. Worth Chapter.
- Donated \$200 toward an ad for the Teamsters National Black Caucus for the Dallas/Ft. Worth Chapter.
- Donated \$100 to the Painters Local 53 retirement fund.
- Donated \$1,500 to the Labor Management Conference for AIL Texas SGAs.

**Total  
\$4,900**

**OTHER INVOLVEMENT**

**AIL**

- Contributed to the USWA fundraiser in Pennsylvania.
- Contributed to the C.O.P.S. fund.
- AIL's contribution to the Northern Virginia Living Wage Coalition helped pass a Living Wage ordinance in June 2000.
- Supports with partnership the National Advisory Committee for Fight Crime Invest in Kids.

**The Jatoft Agency**

- Contributed to the LLB Golf Tournament, which benefited the Leukemia Lymphoma Society.
- Supported the Health Care Workers Union, Local 250 rally and march by underwriting the event.

**The Cohen-Rutt Agency**

- Donated a 13" Color TV/VCR as a raffle gift to the Laborers' International Union of North America, AFL-CIO Local 270.



*"All that is not given is lost."  
— Indian Proverb*

**2000 Second Quarter Bonuses**

QUALIFIER	AGENCY		QUALIFIER	AGENCY		QUALIFIER	AGENCY	
Timothy Cruise	Scott Smith	\$7,783	Sara Magers	Cohen-Rutt	\$2,892	James Salyers	Hancock-Boles	\$2,428
Ariadi Nulman	Larry Geneser	6,640	Robert Dunn	Rick Mansfield	2,832	Scott Shirk	Dennis Ishler	2,427
William McFadden	Charles Scott	6,461	Frauline McGuire	Anne O'Driscoll	2,807	Scott Shearer	William Devine	2,415
James Dattilo	Marc Zipper	5,970	Gleb Ostrovsky	Justin A. Jones	2,805	Danny Mayorga	Tom Williams	2,412
Steven Polederos	Zeidner-Cowan	5,697	David Sumabat	Rick Altig	2,783	Ryan Stangler	Marc Zipper	2,409
Wesley Bangs	Rick Altig	5,044	Lawrence Hauck	Steve Friedlander	2,760	Demeiria Bryant	Larry Geneser	2,405
Paul Anderson	Larry Geneser	4,979	Kane Ali	David Hausman	2,748	Landon Thompson	Larry Geneser	2,398
Kelly McDonald	Jatoft-Foti	4,700	Larry Malitz	Patrick Shehan	2,746	Edward Bailey	Larry Weiner	2,385
Ruben Soberanes	Jatoft-Foti	4,678	Yevola Green	Rick Altig	2,724	Daniel Phares	Marc Morton	2,370
Alan Becker	Larry Geneser	4,539	Mark Bleier	Gary Bleier	2,714	Linda Lanoue	Marc Morton	2,363
Lance Brown	Larry Geneser	4,518	Scott Remmey	Eric Giglione	2,713	Peter Soybel	Patrick Shehan	2,362
Darrell Ballard	Jatoft-Foti	4,481	Mark Montgomery	Scott Smith	2,673	Gary Ramsey	Larry Geneser	2,360
Vladimir Opra	Larry Geneser	4,449	James Palmae	William Boyle	2,632	Johnnie Wallace	Scott Smith	2,355
William Foaster	Home Office	4,372	Maria Bellajaro	Rick Altig	2,631	Bulbinder Hayer	Rick Altig	2,352
Raymond Lau	Rick Altig	4,288	Jack Seitz	Hancock-Boles	2,613	William Butler	Scott Smith	2,348
Alex Chen	Jatoft-Foti	4,276	Joan Badzik	William Jennings	2,610	Matthew Green	Eric Giglione	2,333
Brian Traboulay	Rick Altig	4,271	Jinzhou Zhao	Rick Altig	2,601	Brian Solomon	Cohen-Rutt	2,331
Preeti Sahgal	Joshua Chalom	4,261	Joe Marullo	Kevin Pawlowski	2,584	Thomas Myers	Larry Geneser	2,322
Ramin Maghsoud	Larry Kudlacek	4,208	Raj Ahmed	Mike Horning	2,583	Hilda Patterson	Scott Smith	2,314
Cynthia Lebrun-Yaffe	Matt Blumert	4,202	Alan Buck Luymes	Rick Altig	2,582	John DeRosier	Rick Altig	2,312
Alice Shen	Cohen-Rutt	4,142	Ladislav Lessnek	Kevin Khadivian	2,576	George Vrban	Marc Zipper	2,305
Leanne Hughes	Eric Giglione	4,102	Elio Ribetro	Cohen-Rutt	2,569	Michael Silver	Larry Weiner	2,302
Rebecca Francis	Surace-Surace	3,995	Conrad Stumpenhous	Larry Geneser	2,565	Benjamin Mancilla	Danny VanHouten	2,302
Wendell Bangs	Rick Altig	3,951	Arthur Carter	Cohen-Rutt	2,554	Upinder Bhtinder	Rick Altig	2,299
James Peale	Marc Zipper	3,935	Ahmed Adan-Dheri	David Hausman	2,548	Matthew Zeoli	Patrick Shehan	2,292
Kurt Johnson	Rick Altig	3,860	Gary Williams	Rick Altig	2,546	Frank Perez	Scott Smith	2,290
Patrick Frize	Rick Altig	3,839	Lawrence Enelow	Michael Lavin	2,538	Warren Devries	Scott Smith	2,279
Jerry Colley	Rick Altig	3,716	Earl Losey	Larry Weiner	2,520	Wallace Robinson	Rick Altig	2,278
Paul Lund	Scott Smith	3,688	Russell Morris	Marc Zipper	2,513	Charles Osburn	Kevin Pawlowski	2,277
Bradley Kincaid	Rick Altig	3,626	Larry Adebasin	Matt Blumert	2,512	Juan Medina	Jatoft-Foti	2,267
Stacey Wall	Eric Giglione	3,615	Michael Crain	Scott Smith	2,491	Paula Cooper	Joshua Chalom	2,265
Nickolay Gusev	Larry Geneser	3,611	Andrew Fike	David Hausman	2,487	Vance Rountree	Marc Zipper	2,252
Doug J. MacDonald	Rick Altig	3,606	Barbara Kendall	Scott Smith	2,487	Maurice Davies	Steve Friedlander	2,242
Jorge Zayas	Michael Busico	3,222	J. Saul Qurloz	Michael Busico	2,479	Rajeev Arora	Rick Altig	2,242
Roland Parker	Tom Williams	3,189	Ted Schilling	William Jennings	2,470	John Martineau	Marc Zipper	2,242
Vaughn Darrow	Cohen-Hartman	3,188	Edward Farley	Marc Zipper	2,468	Michael Wehrly	Bruce Gilpatrick	2,239
Michael O'Rourke	Larry Geneser	3,157	Peter Nikolov	Steve Friedlander	2,459	Anthony Fiani	Eric Giglione	2,237
Vito Pecoraro	Eric Giglione	3,080	Kouessi Appiah	Rick Altig	2,457	Rita Bailey	Charles Scott	2,227
Tony Sulton	Larry Geneser	3,079	Herman Libman	Lisa D'Amico	2,457	Tina Steward	Eric Giglione	2,217
Tram Church	Cohen-Rutt	2,995	John Franklin	Cohen-Rutt	2,456	Thomas Favata	Michael Lavin	2,217
Angeles Ordas	Michael Busico	2,989	Marilyn Sisco	Rick Altig	2,452	Earnest Loveless	Cohen-Rutt	2,211
Gary Noyes	Larry Geneser	2,957	Bill Cook	Cohen-Rutt	2,449	Jorge Aguilar	Jatoft-Foti	2,202
Stephen Ross	Steve Friedlander	2,948	Albert DiMarco	Rick Altig	2,432	Ralph Navarro	Tom Williams	2,175
David Thornton	Cohen-Rutt	2,925	Barbara Musto	Eric Giglione	2,431			



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